

Senate Energy & Telecommunications Committee  
EXHIBIT NO. 7  
Date 1/13/2011  
SB 104



1/13/2011

Chairman Alan Olson  
Senate Energy & Telecommunications Committee  
PO Box 200500  
Helena, MT 59620

Chairman Olson and Members of the Committee—

I am writing to express my concern about SB 104, which would limit a utility's ability to implement inverted block rates and which will threaten the viability of an emerging sector of the energy services industry.

The business I operate provides energy conservation services like energy performance audits, insulation, lighting upgrades, and total efficiency retrofits to homeowners and small businesses. We are a growing business currently employing 3 staff and contracting with 8 subcontractors in the building industry—all of us need the work.

Energy consumers and businesses like Powerhouse stand to benefit from inverted block rates like those recently implemented by Flathead Electric Cooperative and NorthWestern Energy, simply because more people recognize the value of energy conservation when there is a price signal that rewards consumers for using less. With inverted block rates more people will turn to us for our services and in turn will walk away with lower power bills.

This legislation adds an extra layer of regulation on utilities and the energy services industry that will stifle innovation and suppress job growth in an important emerging sector of the building industry.

Please oppose SB 104.

Thank you for your service and for your consideration,

Pete Strom  
CFO



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